

# Brian Williams.

Sales Savvy, Nontraditional, Gifted Speaker

## Why Book Brian?

He clearly understands that the person booking him wants a seasoned professional, that's easy to work with, understands the expected outcome & knows how to rock the platform!

### Available For:

- Annual Sales Conferences
- Keynote Speeches
- Personal Story of Triumph
- Inspirational Speeches

## Speaking Topics

### Designing & Delivering the Ultimate Sales Presentation

You or your team has a high-stakes presentation to deliver to a major client or prospect, & you only have once chance to get it right. Brian shares his 6-Step system that creates Clear, Compelling & Concise sales messages, every time.

### Emotional Intelligence for Technical Sales Professionals

We are always communicating with prospects or clients, but the real question is do we have the Emotional Intelligence & Sales Conversation skills required to genuinely connect with them, hear them, and persuade them.

### From Tragedy to Triumph (A Personal Story)

If you want to motivate, inspire & change your employees perspective that anything is possible, despite extreme circumstances & multiple setbacks, you have to listen to this keynote speech that sent Brian to the World Semi-Final Championships of Public Speaking for Toastmasters.

**Brian has done sales presentations, sales trainings or given keynote speeches in over 13 countries to diverse audiences.**

# Professional Bio:

- 20 year corporate veteran of Silicon Valley startups & Fortune 500 companies
- Created \$20M program, increased company's global customer base by 23%
- Delivered hundreds of sales presentations in more than 13 countries
- Toastmasters World Champion of Public Speaking semi-finalist (Top 40 of 30,000 contestants)
- Bachelors in Computer Science, Texas A&M
- Married, father of 4, resides in Dallas, TX
- Fitness fan, vegetarian, avid runner, amateur photographer, prison & homeless ministry leader



## Partial Client List:

- AT&T
- Cisco
- Citi
- INBOUND
- Aricent
- Associated Air Center
- Buckeye
- Prospera Financial
- Convене
- Townsend Leadership Program
- Multiple Vistage Groups
- Multiple Annual Sales Conferences

## What People are Saying.

“During our preparation meetings, Brian and team really took the time to speak to different leaders in the organization and understand the biggest challenges our sales team faces. He designed and delivered a perfect training program to meet our requirements that was extremely effective while also fun and engaging.”

- Lilliana V (We Pay, A Chase Company)  
Head of Sales Enablement, CA

“Just when you thought have the skill-set down, Brian surprises you with his unique approach that will take you beyond connecting with your audience to increased productivity greater business impact, and stronger relationships.”

-Cindy H, Cisco Systems,  
Head of Learning & Development  
San Jose, CA

“I just wanted to tell you that Brian Williams is one of the most dynamic and motivational speakers in America today.”

-Brian Tracy, Sales Expert, Best-Selling Author, CA